NEW YORK PHARMA FORUM

January Program
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TOPIC: **Improving the Pharma Research Pipeline**

SPEAKERS: **Dr. Michele M. Holcomb**, Principal, McKinsey & Company
Dr. David Lennon, Associate Principal, McKinsey & Company

A recently published article in *The McKinsey Quarterly* concludes, "Drug compounds that pharmaceutical companies license from third-party developers cost less, are more successful in clinical trials, and achieve commercial results no worse than those of internally generated compounds. As pharma companies struggle to keep their drying pipelines full, they should take a look at what makes licensed compounds so much more productive."

At this program, Dr. Michele Holcomb of McKinsey's New Jersey office will discuss this conclusion.

Dr. Holcomb focuses on pharmaceuticals and biotech, on both R&D and commercial issues. Over the last two to three years, her engagements have included consulting on increasing R&D and commercial productivity, developing new approaches and models for R&D processes, developing alliance deal structures that go beyond traditional licensing and M&A, and consulting on clinical strategy for key products.

Prior to joining McKinsey, Dr. Holcomb was an R&D chemist at Syntex Pharmaceuticals and Ciba-Geigy Corporation. She holds a Ph.D. in chemistry from the University of California at Berkeley and a B.S. in chemistry with honors and distinction from Stanford University.